

**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12-AUG-2002**  
**EUROS IN '000'S**  
**GLOBAL MEDIA (1)**

PRODUCT	Jul Franchise Revenue	YTD (Jul) Franchise Revenue	Prior YTD Franchise Revenue	BW PRIOR YTD Franchise Revenue	Aug Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	1,401	28,658	18,786	8,892	-	46,510	9,850	38,308	49,000	(10,692)	1,036	-
Total Advisory	1,401	28,658	18,786	8,892	-	46,510	9,850	38,308	49,000	(10,692)	1,036	-
HYCM	(953)	10,310	10,234	75	-	3,109	777	11,087	14,000	(2,813)	-	-
Leverage Loan Fees	-	10,139	885	9,254	-	43,942	23,526	33,664	14,000	19,664	-	-
Real Estate Investment Banking	(953)	20,448	11,119	9,329	-	1,036	-	-	-	-	-	-
Total Debt Products	(1,180)	28,023	34,597	(6,574)	-	48,083	24,303	44,761	28,000	16,761	-	-
Equity Underwriting	-	(1)	145	(145)	-	38,975	24,908	62,540	49,000	3,540	-	-
Restricted Securities / PPE	(1,190)	28,022	34,742	(6,720)	(392)	38,978	24,908	52,536	49,000	3,538	-	-
Total Equity	-	1,354	1,467	1,354	-	3,000	-	1,354	14,000	(12,648)	-	-
GM DCW JV	(107)	(802)	1,467	(1,467)	-	-	-	(802)	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	(107)	852	1,467	(915)	-	3,000	-	852	14,000	(802)	-	-
Principal Investing / PE Exceptions / Other	(849)	77,680	67,093	10,587	(392)	138,573	68,862	136,160	140,000	(1,826)	1,036	-
Total Corporate Finance Product	-	-	-	-	-	-	-	-	-	-	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12-AUG-2002  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD(Jul)	Franchise Revenue Aug	Other Coverage Groups
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) (D0103328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO
	EchoStar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra * (D013840)	-	2,367	-	EUR TECH, Rus.&Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	26	83	-	Oth. Eur., PORTUGAL
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	64	203	-	None
	L. berty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	225	750	-	EUR TECH
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TWP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	1,086	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
<b>Total M&amp;A</b>		<b>1,401</b>	<b>28,658</b>	<b>-</b>	
<b>Total Advisory</b>		<b>1,401</b>	<b>28,658</b>	<b>-</b>	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	EchoStar - HY offering (Hughes Electronics) (D016727)	(936)	(538)	-	NA SPON
	Entercorn Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	(17)	527	-	None
<b>Total HYCM</b>		<b>(963)</b>	<b>10,310</b>	<b>-</b>	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,936	-	NA FIN SPO, NA Lev Fin
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	-	292	-	EUR SPON
<b>Total Leverage Loan Fees</b>		<b>-</b>	<b>10,139</b>	<b>-</b>	
<b>Total Debt Products</b>		<b>(963)</b>	<b>20,448</b>	<b>-</b>	

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12-AUG-2002  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD (Jul)	Franchise Revenue Aug	Other Coverage Groups
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	4,823	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	204	2,208	-	None
	Entertainment Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	4,732	-	None
	Internet Capital Group - IPO (D990806)	296	296	-	EUR TECH, NA CON
	JCDecaux - IPO (Project Fox) / Fox (D004897)	(1,629)	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,823	-	UK
	Leap Frog Enterprises - IPO financing (D016309)	643	643	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	9,141	-	NA FIN SPO
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	(889)	(3,926)	(392)	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,638	-	FRANCE
	Radio One - Secondary Offering (2Q 02) (D021881)	172	917	-	None
	SONICblue - debt private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	13	761	-	NA FIN SPO
<b>Total Equity Underwriting</b>	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	(1,180)	28,023	(392)	
	iBeam mfm (M1574)	-	(0)	-	None
<b>Total Restricted Securities / PPE</b>		-	(1)	-	None
<b>Total Equity</b>		(1,180)	28,022	(392)	
	AOL Time Warner Inc. - IG Bond (M3404)	-	141	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
<b>Total GM DCM JV</b>		-	1,354	-	
	Comcast Cable - Strategic Lending Contract (M2222)	(47)	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(60)	(447)	-	None
<b>Total Principal Investing / PE Exceptions / Other</b>		(107)	(802)	-	
<b>Total Legacy Portfolios / Cross Selling / Other</b>		(107)	552	-	
<b>Total Product</b>		(849)	77,680	(392)	

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FRANCHISE - PIPELINE BY DEAL  
AS OF 12-AUG-2002  
EUROS IN 0003  
GLOBAL MEDIA

		Franchise Value					Franchise Revenue Total	Probability Weighted Pipeline			
PRODUCT	DEAL	PROBABILITY	Aug	Sep	Oct	Nov			Balance Of Year 2002	Future Years	
	Acme Communications - general advisory (D006355)	25	-	-	-	-	-	1,295	-	1,295	324
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	75	-	-	-	-	-	1,036	-	1,036	777
	Boosey & Hawkes - divestiture advisory/defense & refinancing (D015359)	25	2,000	-	-	-	-	-	-	2,000	500
	BusinessWire - general advisory (D005695)	25	-	-	-	-	-	5,596	-	5,596	1,399
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	0	-	6,000	-	-	-	-	-	6,000	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	-	7,255	-	7,255	3,627
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016089)	26	-	-	500	-	-	-	-	500	125
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	0	-	-	-	-	-	4,500	-	4,500	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	0	-	-	-	-	-	2,591	-	2,591	-
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	25	-	-	-	-	-	5,000	-	5,000	1,250
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	-	4,000	-	-	-	2,591	-	2,591	648
	TIM Brazil - Project Eiffel/Phase 2 (sale) / Eiffel - 2 (D024395)	0	-	-	-	-	-	-	-	4,000	1,000
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	-	-	-	-	-	1,036	1,036	-
		0	2,000	10,500	-	-	-	4,145	-	4,145	-
	Total Advisory		2,000	10,500	-	-	-	34,010	1,036	47,547	9,850
		25	3,109	-	-	-	-	-	-	3,109	777
		3,109	-	-	-	-	-	-	-	3,109	777
	Comcast - acq fring for AT&T Broadband (participant bank) (D020813)	50	1,865	-	-	-	-	-	-	1,865	933
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	-	-	-	36,869	17,929
	Gray Communications acqn fin for Benedek Broadcasting (D022657)	75	3,109	-	-	35,859	-	-	-	3,109	2,332
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	75	3,109	-	-	-	-	-	-	3,109	2,332
		0	6,084	-	-	35,859	-	-	-	43,942	23,226
		0	-	-	-	-	-	1,036	-	1,036	-
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	-	-	-	1,036	-
		-	-	-	-	-	-	-	-	1,036	-
	Total Debt Products		11,193	-	35,859	-	-	1,036	-	48,088	24,303
		90	-	1,658	-	-	-	-	-	1,658	1,492
	APAX/Hicks Muse - IPO of Yell plc (D020545)	76	-	17,000	-	-	-	-	-	17,000	12,750
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	1,762	-	-	-	-	1,762	-
	BSkyB - GBP 200 million convertible bond (D020298)	75	-	-	-	-	-	2,500	-	2,500	1,875
	Salem Communications - secondary offering (3Q 02) (D024428)	75	1,555	-	-	-	-	-	-	1,555	1,166
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)	25	-	-	6,500	-	-	-	-	6,500	1,625
		1,555	18,658	8,252	-	-	-	10,500	-	38,975	24,908
	Equity Underwriting		1,555	18,658	8,252	-	-	10,500	-	38,975	24,908
		1,555	18,658	8,252	-	-	-	10,500	-	38,975	24,908
	Total Equity		1,555	18,658	8,252	-	-	10,500	-	38,975	24,908
		0	-	-	-	-	-	3,000	-	3,000	-
	SES Global - Debt financing re GE Amerifon - Project Gerard / Gerard3 (D015996)	0	-	-	-	-	-	3,000	-	3,000	-
		-	-	-	-	-	-	3,000	-	3,000	-
	Total Legacy Portfolios / Cross Selling / Other		-	-	-	-	-	3,000	-	3,000	-
		14,747	29,168	44,120	-	-	-	48,547	1,036	137,609	68,862

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-08-31 (Tue)  
EUROS IN 000'S  
Global Media

DEAL	PROB	JUL VALUE	YTD JUL FRANCHISE VALUE	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
<b>BANKER</b>						
Amling, Jeffrey						
<b>DEAL</b>						
Aurora Communications - General advisory (D012868)	N/A	-	1,032	-	-	-
Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	4,823	-	-	-
Echostar - General Advisory (Vivendi) (D018541)	N/A	-	8,886	-	-	-
Echostar - HY offering (Hughes Electronics) (D016727)	N/A	-	(538)	-	-	-
Echostar - acq advisory and financing (GM - HE) (D014601)	50%	-	-	-	7,255	-
Echostar - acq advisory and financing (GM - HE) (D014601)	50%	-	(145)	-	35,859	-
Ennis Communications - Block Trade (2Q 02) (D021989)	N/A	-	-	-	-	-
Entertainment Communications - secondary offering (1Q 02) (D020888)	N/A	204	2,206	-	-	-
Hughes/PanAmSat - Project Pelican/interim financing (1Q02 / Pelican 1 (D015968))	N/A	-	1,152	-	-	-
MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	-	4,533	-	-	-
MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	-	5,480	-	-	-
Radio One - Secondary Offering (2Q 02) (D021881)	N/A	(889)	5,936	-	-	-
SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015998)	0%	172	(3,926)	(392)	-	-
Sinclair Broadcasting - HY offering (4Q 01) (D018235)	N/A	-	917	-	-	-
Sinclair Broadcasting - bank financing (3Q 02) (D021892)	75%	-	1,206	-	3,000	-
IBiquity Digital - Private Placement (02 02) (D013707)	N/A	-	-	-	3,109	-
<b>BANKER</b>						
Austin, Geoffrey						
APAX/Hicks Muse - IPO of Yell plc (D020545)	90%	-	-	-	1,658	-
Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	N/A	-	2,367	-	-	-
Johnston Press - Acq advisory for RIM / Pacific, (D014213)	N/A	-	2,188	-	-	-
Johnston Press - rights issue for acq of RIM (D022644)	N/A	-	1,623	-	-	-
Johnston Press - \$680mm debt financing for RIM acquisition / Jupiter, - (D014434)	N/A	-	1,960	-	-	-
Taylor & Francis - acq of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25%	-	-	-	4,000	-
Yell - US\$40mm financing for acq of Moleod Publishing (D020465)	N/A	-	292	-	-	-
<b>BANKER</b>						
Carey, Charles						
Aurora Communications - general advisory (D012858)	N/A	-	1,032	-	-	-
Blackboard - IPO (1Q 03) (D014712)	0%	-	-	-	1,762	-
Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	4,823	-	-	-
Entertainment Communications - HY offering (1Q 02) (D020888)	N/A	-	1,152	-	-	-
Entertainment Communications - secondary offering (1Q 02) (D020128)	N/A	-	4,533	-	-	-
Leap Frog Enterprises - IPO financing (D016309)	N/A	543	843	-	-	-
MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	(889)	(3,926)	(392)	-	-
NextMedia Group - HY offering (2Q 01) (D013233)	N/A	-	897	-	-	-
Radio One - Secondary Offering (2Q 01) (D021881)	N/A	172	917	-	-	-
Sinclair Broadcasting - HY offering (4Q 01) (D018235)	N/A	-	1,206	-	-	-
Sinclair Broadcasting - HY offering (1Q 02) (D021370)	N/A	-	536	-	-	-
Sinclair Broadcasting - bank financing (3Q 02) (D021892)	75%	-	-	-	3,109	-
<b>BANKER</b>						
Graves, Daniel B.						
Adelphia Communications - HY offering (2Q 01) (D013200)	N/A	-	68	-	-	-
Alltrion Communications - General Advisory (News Ch 8) (D020686)	N/A	-	111	-	-	-
Gray Communications acq fin for Benedek Broadcasting (D022857)	75%	-	-	-	3,109	-
Lancemark Communications - general advisory/retainer 2001-02 (D014724)	N/A	64	203	-	-	-
Salem Communications - secondary offering (3Q 02) (D024428)	75%	-	-	-	1,555	-
Tribune Co - general advisory (radio assets) (D022234)	N/A	1,086	1,086	-	-	-
XM Satellite Radio - secondary offering (2Q 02) (D022418)	N/A	13	761	-	-	-
<b>BANKER</b>						
Lovegrove, Stephen						
APAX/Hicks Muse - IPO of Yell plc (D020545)	90%	-	-	-	1,658	-
Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	75%	-	-	-	17,000	-
BSkyB - GBP 200 million convertible bond (D020298)	75%	-	-	-	2,500	-
Bertelsmann - Project Rock / Rock, (D014619)	N/A	-	2,010	-	-	-
Boosey & Hawkes - divestiture advisory/defense & refinancing (D014359)	25%	-	-	-	2,000	-
Deutsche Telekom - Sale options for 16% stake in SES (D011448)	0%	-	-	-	6,000	-
Impresario/Colina - pol merger of Impresario w/ Investec (Ice Cube) / Ice Cube (D015714)	N/A	26	83	-	-	-
JCDecaux - IPO (project Fox) / Fox (D004887)	N/A	(1,626)	(1,626)	-	-	-
JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	0%	-	-	-	4,500	-
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023812)	25%	-	-	-	3,000	-
SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015998)	0%	-	-	-	3,000	-
SES Global - €700-1bn IPO - Project Gerard2 / Gerard42 (D013535)	75%	-	-	-	8,000	-

FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-03-13 (Tue)  
EUROS IN 000'S  
Global Media.

BANKER	DEAL	PRODUCT	PROB	JUL VALUE	YTD JUL VALUE	AUG VALUE	2002 PIPELINE	FRANCHISE FUTURE PIPELINE
Lovell, Nicholas	Impresa/Cofina - got merger of Impresa w/ Investec (Ica Cuba) / Ica cub (D015714) Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016081)	Merger Advisory Equity-Convertible Bonds	N/A N/A	28 3,638	83 3,638	- -	- -	- -
Machnes, Bruce	Bentelmann - Project Rock / Rock... (D014519) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016059) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016059) Gazprom - sale of Gazprom Media to Spunik Group (Asira) * (D013840) ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014682) ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996) Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Acquisition Advisory Fairness Opinion Fairness Opinion Valuation Merger Advisory Defense Advisory Bonds-Eurobonds Equity-IPO	N/A 25% N/A N/A 25% 0% 25%	- - - 225 - - -	2,010 250 2,367 750 - -	- - - - - -	- 500 - 5,000 3,000 6,500	- - - - - -
Morris, J L Malcolm	Davis & Partners - Transmission Tower in Brooklyn (D020607) Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015859) Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015859) Pinnacle Holdings - general advisory (2001) (D010190) SpectraSite Holdings - Fairness Opinion (SBC) (D022702) TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121) TIM Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2. (D024386) TV Globo - Project Waves / Waves ... (D013528)	Real Estate Advisory Bonds-Corporate High Yield Senior Bank Debt Divestiture Advisory Fairness Opinion Other M&A Advisory Divestiture Advisory Divestiture Advisory	0% N/A N/A 0% N/A N/A 0% N/A	- - - - - - - 89	5,480 6,936 - 533 1,578 - -	- - - - - - -	1,036 - 2,991 - - - -	- - - - - - 1,036
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398) Acme Communications - general advisory (D006356) Data Transmission Network - bank/bond financing (3Q 02) (D022612) Galaxy Latin America - HY bond offering (1Q 01) (D020333) LIN Television - IPO (D020127) Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) Loews Cineplex Entertainment - HY offering (4Q 01) (D014961) Young Broadcasting - general advisory (Kron Station) (D025304)	Bonds-Corporate High Yield Divestiture Advisory Bonds-Corporate High Yield Bonds-Corporate High Yield Equity-IPO Senior Bank Debt Bonds-Corporate High Yield Divestiture Advisory	N/A 25% 25% N/A N/A N/A 0%	- - - - - - - -	462 - - 1,505 9,141 1,930 527 -	- - - - - - -	1,295 3,109 - - - - 4,146	- - - - - - -
Silver, Ellen L.	Data Transmission Network - bank/bond financing (3Q 02) (D022612) Loewe Cineplex Entertainment - exit financing (1Q 02) (D016576) Young Broadcasting - HY offering (4Q 01) (D014961)	Bonds-Corporate High Yield Senior Bank Debt Bonds-Corporate High Yield	25% N/A N/A	- - (17)	- 1,930 527	- - -	3,109 - -	- -
Thun-Hohenstein, Christian	Bentelmann - Project Rock / Rock... (D014519) Deutsche Telekom - Sale options for 16% stake in SES (D011448) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016059) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016059)	Acquisition Advisory Divestiture Advisory Fairness Opinion Fairness Opinion	N/A 0% 25% N/A	- - - -	2,010 - - 250	- - - -	- 6,000 500 -	- -
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) BusinessWire - general advisory (D005685) Comcast - acq fncg for AT&T Broadband (participant bank) (D020613) Digital River - block trade (4Q 01) (D016304) Liberty Media - Acq opportunities in Europe (D016282) TMP Worldwide - Project University / University 1 (D013407) Walt Disney - \$450mm - IG Bond (D024828)	Divestiture Advisory Divestiture Advisory Divestiture Advisory Senior Bank Debt Equity-Secondary Acquisition Advisory Acquisition Advisory Bonds-Corp. Investment Grade	75% N/A 25% 50% N/A N/A N/A N/A	- - - - 85 244 3,408 89	- 2,663 - - - - -	- - - - -	1,038 5,596 1,865 -	- -
Yung, Sun J.	Comcast - acq fncg for AT&T Broadband (participant bank) (D020613) Icon Office Solutions - convertible offering (2Q 02) (D020657) SON/Chloe - debt private placement (2Q 02) (D021165) Scientific Atlanta - acquisition of BarcoNet-Project Baseball / Baseball (D013401) SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	Senior Bank Debt Equity-Convertible Bonds Equity-PIPE Acquisition Advisory Acquisition Advisory	50% N/A N/A N/A 25%	- - - - -	- 4,732 180 1,524 -	- - - -	1,865 - - 2,591	- -

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DB 000511



**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12-AUG-2002**  
**FIGURES IN 000'S**  
**NAMEDIA (1)**

PRODUCT	Jul Franchise Revenue	YTD(Jul) Franchise Revenue	Prior YTD Franchise Revenue	BMW PRIOR YTD Franchise Revenue	Aug Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BMW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Weighted(2)
<b>M&amp;A</b>	1,150	21,011	10,986	10,025	-	24,510	6,775	27,788	25,650	2,136	1,036	-
Total Advisory	1,180	21,011	10,986	10,025	-	24,510	6,775	27,788	25,650	2,136	1,036	-
<b>HYCM</b>	(553)	10,310	10,234	75	-	3,109	777	11,087	7,330	3,757	-	-
Leverage Loan Fees	-	7,865	885	6,981	-	43,842	23,526	31,392	7,330	24,062	-	-
Real Estate Investment Banking	(933)	18,176	11,119	7,057	-	48,088	24,303	42,479	14,660	27,819	-	-
Total Debt Products	439	24,391	17,814	6,578	(392)	3,316	1,166	25,165	25,650	(485)	-	-
Equity Underwriting	-	(1)	145	(146)	-	-	1,166	(1)	25,650	(485)	-	-
Restricted Securities / PPE	439	24,389	17,959	6,430	(392)	3,316	1,166	25,164	25,650	(485)	-	-
Total Equity	-	1,354	-	1,354	-	3,000	-	1,354	7,330	(5,976)	-	-
<b>GM DCM JV</b>	(107)	(802)	1,467	(802)	-	-	-	-	-	(802)	-	-
Legacy PE / Telecom / LA Portfolio - NIM	(107)	553	1,467	(915)	-	3,000	-	553	7,330	(6,776)	-	-
Principal Investing / PE Exceptions / Other	-	-	-	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Corporate Finance Product</b>	528	64,128	41,531	22,587	(392)	78,315	32,244	95,981	73,250	22,691	1,036	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12-AUG-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD(Jul)	Franchise Revenue Aug	Other Coverage Groups
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO
	Echostar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Landmark Communications - general advisory/Retainer: 2001-02) (D014724)	64	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	1,086	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
<b>Total M&amp;A</b>		<b>1,150</b>	<b>21,011</b>	-	
<b>Total Advisory</b>		<b>1,150</b>	<b>21,011</b>	-	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	482	-	NA FIN SPO
	Echostar - HY offering (Hughes Electronics) (D016727)	(936)	(538)	-	NA SPON
	Entercorn Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	(17)	527	-	None
<b>Total HYCM</b>		<b>(953)</b>	<b>10,310</b>	-	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,936	-	NA FIN SPO, NA Lev Fin
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
<b>Total Leverage Loan Fees</b>		-	<b>7,866</b>	-	
<b>Total Debt Products</b>		<b>(953)</b>	<b>18,176</b>	-	
	Cumulus Media - secondary offering (2Q 02) (D022516)	-	4,823	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	204	2,206	-	None
	Entercorn Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	4,732	-	None
	Internet Capital Group - IPO (D990806)	296	296	-	EUR TECH, NA CON
	Leap Frog Enterprises - IPO financing (D016309)	643	643	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	9,141	-	NA FIN SPO



**FRANCHISE - REVENUE BY DEAL**  
**AS OF: 12-AUG-2002**  
**EUROS IN 000'S**  
**NA MEDIA**

PRODUCT	DEAL	Franchise Revenue Jul (889)	Franchise Revenue YTD(Jul) (3,926)	Franchise Revenue Aug (392)	Other Coverage Groups
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	172	917	-	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
	Radio One - Secondary Offering (2Q 02) (D021881)	-	160	-	None
	SONICblue - debt private placement (2Q 02) (D021165)	13	761	-	NA P PLMT
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	-	-	NA FIN SPO
<b>Total Equity Underwriting</b>		<b>439</b>	<b>24,391</b>	<b>(392)</b>	
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	iBeam mtm (M1574)	-	(1)	-	None
<b>Total Restricted Securities / PPE</b>		<b>-</b>	<b>(1)</b>	<b>-</b>	
<b>Total Equity</b>		<b>439</b>	<b>24,389</b>	<b>(392)</b>	
	AOL Time Warner Inc. - IG Bond (M3404)	-	141	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
<b>Total GM DCM JV</b>		<b>-</b>	<b>1,354</b>	<b>-</b>	
	Comcast Cable - Strategic Lending Contract (M2222)	(47)	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(60)	(447)	-	None
<b>Total Principal Investing / PE Exceptions / Other</b>		<b>(107)</b>	<b>(802)</b>	<b>-</b>	
<b>Total Legacy Portfolios / Cross Selling / Other</b>		<b>(107)</b>	<b>552</b>	<b>-</b>	
<b>Total Product</b>		<b>529</b>	<b>64,128</b>	<b>(392)</b>	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 12-AUG-2002  
EUROS IN 000'S  
NA MEDIA

		Franchise Value					Franchise Revenue Total	Probability Weighted Pipeline
PRODUCT	DEAL	PROBABILITY	Aug	Sep	Oct	Nov	Balance Of Year 2002	Future Years
M&A	Acme Communications - general advisory (D006356)	25	-	-	-	-	1,295	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	75	-	-	-	-	1,036	-
	BusinessWire - general advisory (D005665)	25	-	-	-	-	5,596	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	7,255	-
	Pintracle Holdings - general advisory (D010190)	0	-	-	-	-	2,591	-
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	25	-	-	-	-	2,591	-
	TIM Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2 (D024360)	0	-	-	-	-	-	1,036
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	-	-	-	4,146	-
							24,510	1,036
							25,547	6,775
Total Advisory							24,510	1,036
Data Transmission Network - bank/bond financing (3Q 02) (D022612)		25	3,109	-	-	-	-	-
HYCM			3,109	-	-	-	-	-
Leverage Loan Fees	Comcast - acq frsq for AT&T Broadband (participant bank) (D020813)	50	1,865	-	-	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	35,859	-	-	-
	Gray Communications acqn fm for Benedek Broadcasting (D022657)	75	3,109	-	-	-	-	-
	Sindair Broadcasting - bank financing (3Q 02) (D021892)	75	3,109	-	-	-	-	-
			8,084	-	35,859	-	-	-
Davis & Partners - Transmission Tower in Brooklyn (D020807)		0	-	-	-	-	1,036	-
Real Estate Advisory			-	-	-	-	1,036	-
Total Debt Products			11,193	-	35,859	-	1,036	-
Equity Underwriting	Blackboard - IPO (Q1 03) (D014712)	0	-	-	1,762	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	75	1,555	-	-	-	-	-
			1,555	-	1,762	-	-	-
Total Equity			1,555	-	1,762	-	-	-
GM DGM JV		0	-	-	-	-	3,000	-
SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015966)			-	-	-	-	3,000	-
Total Legacy Portfolios / Cross Selling / Other			-	-	-	-	3,000	-
Product			12,747	-	37,620	-	28,547	1,036
							79,951	32,244

**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002-08-13 (Tue)**  
**EUROS IN 000'S**  
**NA Media**

BANKER	DEAL	PRODUCT	PROB	JUL FRANCHISE VALUE	YTD JUL FRANCHISE VALUE	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	1,032	4,823	-	-	-
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	-	8,886	-	-	-
	Echostar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	N/A	-	(538)	-	-	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	-	-	-	7,255	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	-	(145)	-	35,899	-
	Emmis Communications - Block Trade (2Q 02) (D021959)	Bridge Loans	60%	-	-	-	-	-
	Entertainment Communications - HY offering (1Q 02) (D020688)	Block Trade	N/A	204	2,206	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	Equity-Secondary	N/A	-	4,553	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	MediaNation - HK\$445.8mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Senior Bank Debt	N/A	-	5,938	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	(886)	(3,926)	(392)	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	Equity-Secondary	N/A	172	917	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Eurobonds	0%	-	-	-	3,000	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Bonds-Corporate High Yield	N/A	-	1,208	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	75%	-	-	-	3,109	-
	IBiquity Digital - Private Placement (2Q 02) (D013707)	Private Placement-Equity	N/A	-	749	-	-	-
Carey, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Blackboard - IPO (Q1 03) (D014712)	Equity-IPO	0%	-	-	-	1,762	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	4,823	-	-	-
	Entertainment Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-	-
	Leap Frog Enterprises - IPO financing (D015309)	Equity-IPO	N/A	843	643	-	-	-
	MediaNation - HK\$445.8mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	(889)	(3,926)	(392)	-	-
	NextMedia Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	N/A	-	(69)	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	172	917	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,208	-	-	-
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	536	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	75%	-	-	-	3,109	-
	Alphadia Communications - HY offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	68	-	-	-
	Albion Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	N/A	-	111	-	-	-
Graves, Daniel B.	Gray Communications acq fin for Benedek Broadcasting (D022657)	Senior Bank Debt	75%	-	-	-	3,109	-
	Landmark Communications - general advisory (Retainer 2001-02) (D014724)	Other M&A Advisory	N/A	64	203	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	75%	-	-	-	1,555	-
	Tribune Co - general advisory (radio assets) (D002334)	Divestiture Advisory	N/A	1,086	1,086	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	13	781	-	-	-
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	1,036	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	Senior Bank Debt	N/A	-	5,938	-	-	-
	Primatex Holdings - general advisory (2001) (D010180)	Divestiture Advisory	0%	-	-	-	2,681	-
	SpectraStar Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	533	-	-	-
Morris, J L Matcolm	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1, (D014121)	Other M&A Advisory	N/A	-	1,578	-	-	1,036
	TIM Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2, (D024386)	Divestiture Advisory	0%	-	-	-	-	-
	TV Globo - Project Waves / Waves ... (D013528)	Divestiture Advisory	N/A	-	89	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
	Acme Communications - general advisory (D006356)	Divestiture Advisory	25%	-	-	-	1,295	-
	Data Transmission Network - bankbond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,109	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	N/A	-	9,141	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016876)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY offering (4Q 01) (D014961)	Divestiture Advisory	0%	(17)	527	-	-	-
Paul, Gregory R.	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	N/A	-	-	-	4,146	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
Silver, Ellen L.	Data Transmission Network - bankbond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,109	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016876)	Senior Bank Debt	N/A	-	1,930	-	-	-

FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
 2002-08-13 (Tue)  
 EUROS IN 000'S  
 NA Media

BANKER	DEAL	PRODUCT	PROB	JUL FRANCHISE VALUE (17)	YTD JUL FRANCHISE VALUE 527	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
	Young Broadcasting - HY Offering (4Q 01) (D014861)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%	-	-	-	1,036	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	2,863	-	-	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	5,595	-
	Comcast - acq fring for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,865	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	65	-	-	-
	Liberty Media - Acqn opportunities in Europe (D016262)	Acquisition Advisory	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
	Comcast - acq fring for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,865	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	4,732	-	-	-
Yung, Sun J.	SONICblue - debt private placement (2Q 02) (D021165)	Equity-PIPE	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of BarcoNet-Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	Acquisition Advisory	25%	-	-	-	2,591	-

**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12-AUG-2002**  
**EUROS IN 000'S**  
**EUROPE MEDIA (I)**

PRODUCT	Jul Franchise Revenue	YTD(Jul) Franchise Revenue	Prior YTD Franchise Revenue	BAW PRIOR YTD Franchise Revenue	Aug Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BAW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
MEA	251	7,647	10,406	(2,759)	-	22,000	2,875	10,522	28,920	(18,388)	-	-
Total Advisory	251	7,647	10,406	(2,759)	-	22,000	2,875	10,522	28,920	(18,388)	-	-
HYCM	-	-	-	-	-	-	-	-	8,265	(8,265)	-	-
Leverage Loan Fees	-	-	-	-	-	-	-	-	8,260	(5,997)	-	-
Total Debt Products	-	2,273	-	2,273	-	-	-	2,273	10,825	(14,252)	-	-
Equity Underwriting	(1,629)	3,632	19,703	(16,071)	-	35,653	23,742	27,375	28,920	(1,545)	-	-
Total Equity	(1,629)	3,632	19,703	(16,071)	-	35,653	23,742	27,375	28,920	(1,545)	-	-
GM DCM JV	-	-	-	-	-	3,000	-	-	8,265	(8,265)	-	-
Total Legacy Portfolios / Cross Selling / Other	-	-	-	-	-	3,000	-	-	8,265	(8,265)	-	-
Total Corporate Finance Product	(1,378)	13,552	30,109	(18,597)	-	80,653	26,617	40,169	82,630	(42,451)	-	-

## Notes:

- 1) Fees are included within the group on the basis of senior bankar involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL  
AS OF: 12-AUG-2002  
EUROS IN 000'S  
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD(Jul)	Franchise Revenue Aug	Other Coverage Groups
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus. & Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	26	83	-	Oth. Eur., PORTUGAL
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	225	750	-	EUR TECH
<b>Total M&amp;A</b>		251	7,647	-	
<b>Total Advisory</b>		251	7,647	-	
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	292	-	EUR SPON
<b>Total Leverage Loan Fees</b>		-	2,273	-	
<b>Total Debt Products</b>		-	2,273	-	
	JCDecaux - IPO (project Fox) / Fox (D004897)	(1,629)	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,623	-	UK
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,638	-	FRANCE
<b>Total Equity Underwriting</b>		(1,629)	3,632	-	
<b>Total Equity</b>		(1,629)	3,632	-	
<b>Total Product</b>		(1,378)	13,552	-	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 12-AUG-2002  
EUROS IN 000'S  
EUROPE MEDIA

Franchise Value											
PRODUCT	DEAL	PROBABILITY	Aug	Sep	Oct	Nov	Balance Of Year 2002	Future Years	Franchise Revenue Total	Probability Weighted Pipeline	
M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	25	2,000	-	-	-	-	-	2,000	500	
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	6,000	-	-	-	-	6,000	-	
	Fininvest - valuations (Focus) / Focus (ex-Silimfast) (D016089)	25	-	500	-	-	-	-	500	125	
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	0	-	-	-	-	4,500	-	4,500	-	
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	5,000	-	5,000	1,250	
M&A	Taylor & Francis-acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	-	4,000	-	-	-	-	4,000	1,000	
			2,000	10,500	-	-	9,500	-	22,000	2,875	
Total Advisory			2,000	10,500	-	-	9,500	-	22,000	2,875	
Equity Underwriting	APAX/Hicks Muse - IPO of Yell pic (D020545)	90	-	1,658	-	-	-	-	1,658	1,492	
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	75	-	17,000	-	-	-	-	17,000	12,750	
	BSkyB - GBP 200 million convertible bond (D020298)	75	-	-	-	-	2,500	-	2,500	1,875	
	SES Global - 6700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000	
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)	25	-	-	-	8,500	-	-	8,500	1,625	
Total Equity			-	18,658	8,500	-	10,500	-	36,658	23,742	
GM DCM JV	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	0	-	18,658	6,500	-	10,500	-	35,658	23,742	
			-	-	-	-	3,000	-	3,000	-	
Total Legacy Portfolios / Cross Selling / Other			-	-	-	-	3,000	-	3,000	-	
Product			2,000	29,158	8,500	-	23,000	-	60,658	28,517	

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002-08-13 (Tue)**  
**EUROS IN 000'S**  
**Europe Media**

BANKER	DEAL	PROB	JUL FRANCHISE VALUE	YTD JUL FRANCHISE VALUE	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	APAX/Hicks Muse - IPO of Yell plc (D020545)	90%	-	-	-	1,858	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Asira) / Asira * (D013840)	N/A	-	2,367	-	-	-
	Johnston Press - Acq advisory for RIM / Pacific. (D014213)	N/A	-	2,188	-	-	-
	Johnston Press - rights issue for acqn of RIM (D022644)	N/A	-	1,623	-	-	-
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834)	N/A	-	1,980	-	-	-
	Tajir & Friends - acqn of Xluwer Academic Publishing (Kafka) / Kafka (D022841)	25%	-	-	-	4,000	-
	Yell - US\$40mm financing for acqn of Molead Publishing (D020465)	N/A	-	292	-	-	-
	APAX/Hicks Muse - IPO of Yell plc (D020545)	90%	-	-	-	1,858	-
	Axel Springer/Kron - Secondary Offering - Project Annabelle / Annabel (D022480)	75%	-	-	-	17,000	-
	BskyB - GBP 200 million convertible bond (D020286)	75%	-	-	-	2,500	-
Lovegrove, Stephen	Bertelsmann - Project Rock / Rock... (D014619)	N/A	-	2,010	-	-	-
	Borssey & Hawkes - divestiture advisory/defense & refinancing (D016359)	25%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	0%	-	-	-	6,000	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	N/A	-	83	-	-	-
	JCDecaux - IPO (Project Fox) / Fox (D004867)	N/A	26	(1,629)	-	-	-
	ProSieben - acquisition advisory - Project Daedalus / Daedalus. (D022235)	0%	-	-	-	4,500	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25%	-	-	-	5,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015998)	0%	-	-	-	3,000	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75%	-	-	-	8,000	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	N/A	26	83	-	-	-
Lovell, Nicholas	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D018081)	N/A	-	3,638	-	-	-
	Bertelsmann - Project Rock / Rock... (D014619)	N/A	-	-	-	-	-
	Fininvest - valuations (Focus) / Focus (ex-Slurfast) (D018089)	25%	-	2,010	-	500	-
	Fininvest - valuations (Focus) / Focus (ex-Slurfast) (D018089)	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Asira) / Asira * (D013840)	N/A	-	2,367	-	-	-
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	N/A	225	750	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25%	-	-	-	5,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015998)	0%	-	-	-	3,000	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022782)	25%	-	-	-	8,500	-
	Bertelsmann - Project Rock / Rock... (D014619)	N/A	-	2,010	-	-	-
MacInnes, Bruce	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	0%	-	-	-	6,000	-
	Fininvest - valuations (Focus) / Focus (ex-Slurfast) (D018089)	25%	-	-	-	500	-
	Fininvest - valuations (Focus) / Focus (ex-Slurfast) (D018089)	N/A	-	250	-	-	-
Thun-Hohenstein, Christian							



